
FEBRUARY 4, 2010

THIS WEEK – FEBRUARY 11

We will **NOT** be meeting at Vic's
GO TO **GIRASOLE** at 7:00am for a
special ROAD SHOW.

IN TWO WEEK:

The **next regular meeting** of the Tri-Valley Executives' Association will be held on **February 18** at Vic's All-Star Kitchen at 7:00am.

GREETERS on February 18th will be **Mark Van Slambrook** of The Swenson Group Business Technologies and **Dave Jones** of Tiger Carpet Cleaning.

JoDee Moore of JE Moore Air Conditioning will give the VALUE.

The CLASSIFICATION will be given by **Rich Notzon** of RN Security.

MEMBERSHIP APPLICATION:

1st Posting:

Classification: Solar Energy Systems – Sales & Installation

Member: Solar Universe

Represented by: Jeff Johnson

Address: 5902 Las Positas Road, Livermore CA 94551

Phone: (510) 331-6624

E-Mail: jjohnson@solaruniverse.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairman of the Membership Committee: Mike Peel 426-3849.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING THIS WEEK? Thank you to **Dr. Barry Winston** for inviting Kevin Gundry of Custom Exteriors.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is up to **\$164.00**.

VALUE:

John Quintanal of USANA Health Sciences has been a member of the TVEA for 8 years and the Value of membership is a variety of things - not only do we get the benefit of fellow member's services and advice, we are all here to increase our profits and help others do the same.

DID YOU GIVE A REFERRAL THIS WEEK?

NEW MEMBER:

Classification: Acupuncture

Member: Dr. Sun's Acupuncture Center, P.C.

Represented by: **Haili Sun**

Address: 4275 Rosewood Dr. #29, Pleasanton, CA 94588

Phone: (925) 463-8686

E-Mail: drhsun@ymail.com

REAL ESTATE DISCUSSION PANEL:

Real Estate Sales:

	Current SFR Listings	Average List Price	Avg. Price on Sales Pending
Dublin	84	\$497,000	479,000
San Ramon	121	694,000	608,000
Livermore	170	695,000	428,000
Pleasanton	127	1,195,000	\$762,000

Short-sales and Foreclosures are having a large affect on the market. A short-sale is a step above foreclosure and

will not affect credit as adversely as a foreclosure. A short sale is when a borrower has to sell their home for less than what they owe the bank and cannot pay the difference. If a borrower owes \$500,000, but can only sell the home for \$400,000, an experienced Realtor can get the bank to agree to take the loss of \$100,000. The short amount is essentially forgiven by the bank and the federal government, but the borrower will have to pay income taxes on the \$100,000 in the state of California. It is important to remember that the short amount will only be forgiven on a purchase-money loan (in other words, not a refinanced loan). Credit-wise, the short sale will be reported as a mortgage not paid in full. A foreclosure is stated on the credit report for 10 years. There is also a process called a Deed-in-Lieu [of foreclosure], which is when a borrower just hands over their keys to the bank and walks away, keeping the bank from having to go through the long and expensive process of foreclosure. As far as credit goes, this is better than foreclosure, but is not as good as a short sale.

Real Estate Appraisal:

Changes to the Home Value Code of Conduct (HVCC) will not allow appraisers to deal directly with any mortgage broker or agent; they are only allowed to work with the lending bank. This adds 2-3 weeks to the process, lengthening the time that the report is submitted and therefore, pushing the closing dates farther. Appraisers also have to have special licensing to appraise properties with values over \$1,000,000.

Mortgage Market:

Banks are currently not offering 3-, 5-, and 7-year adjustable rate mortgages. Time lines on purchase contracts for loan contingencies have changed, due in part to the new HVCC rules. However, RPM has its own bank and is able to get appraisals quicker than other mortgage brokers. New HUD rules have zero-tolerance on all Good Faith Estimates (GFE); depending on the program, most estimates cannot go up more than 1/8 of a percent (0.125%). If there are any new fees added to the loan, a new GFE must be presented and the borrower has 3 days to cancel the contract.

Property Management:

The rental market is strong, since there are so many people that have lost their homes. However, a tenant with good credit is getting harder to find. The credit report can tell you a lot about the applicant; i.e. medical bills vs. multiple credit cards and boat loans. A new wave of applicants due to foreclosure will be coming following the closure of the NUMMI plant in March.
